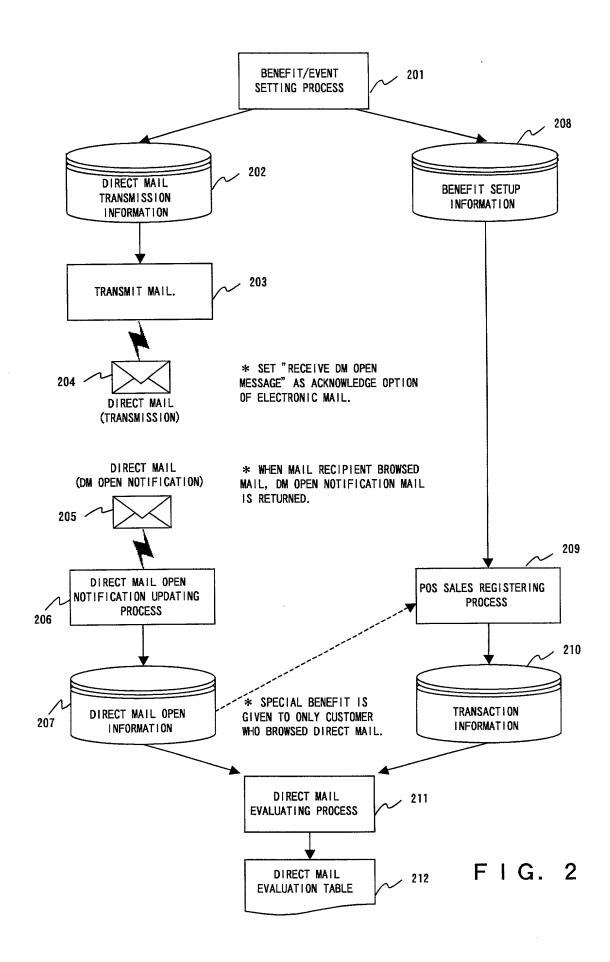
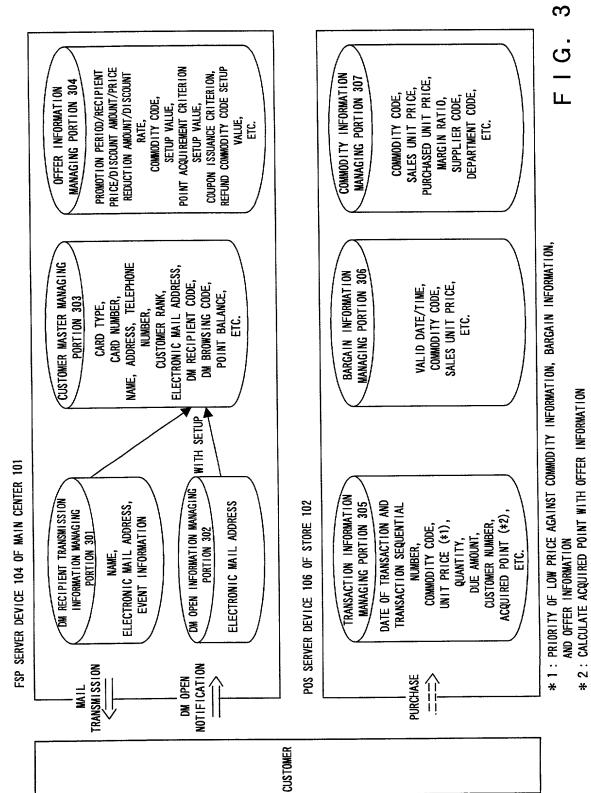


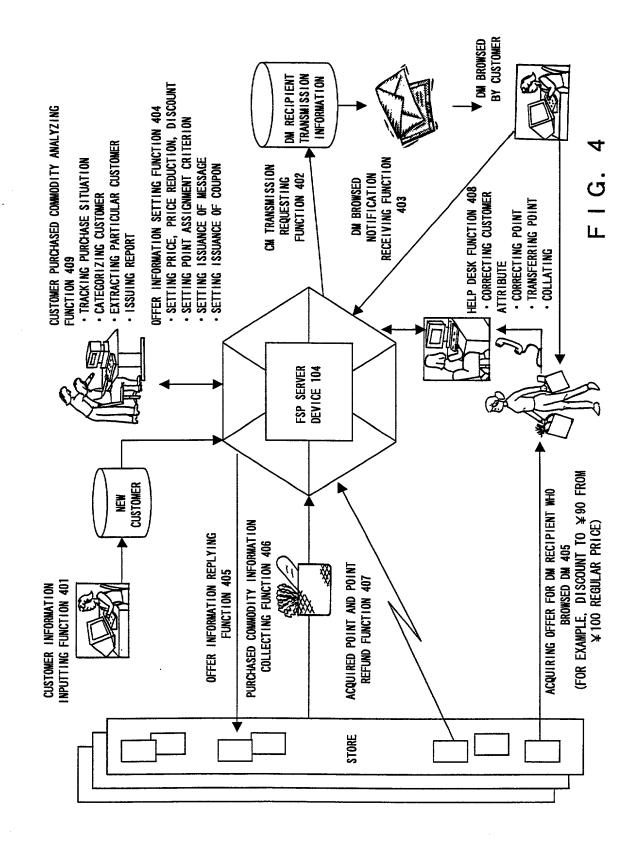
FIG. 1



.



ന F .G.



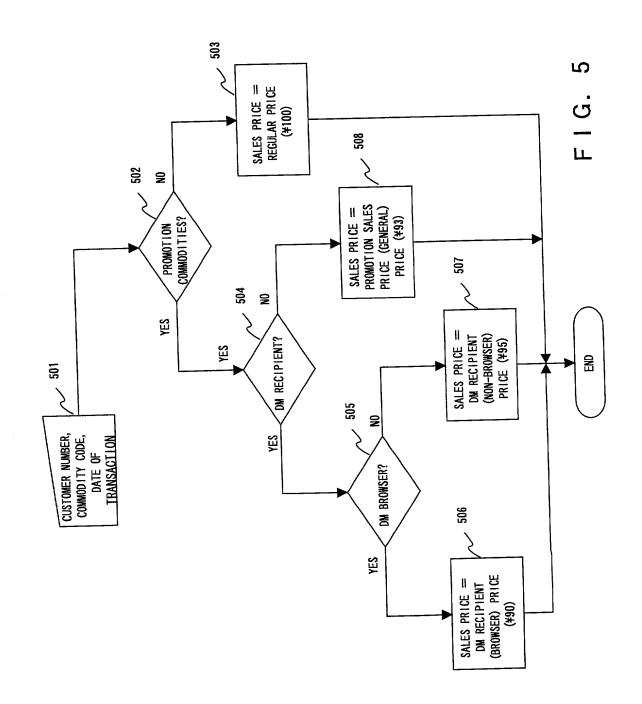
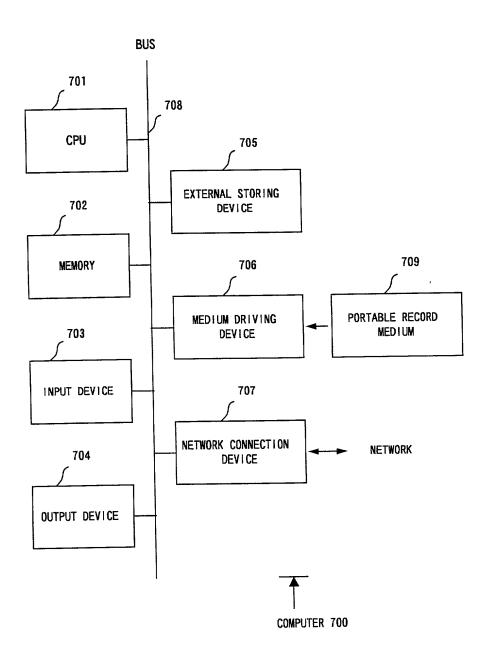


FIG. 6 A DISCRIMINATION OF CUSTOMERS

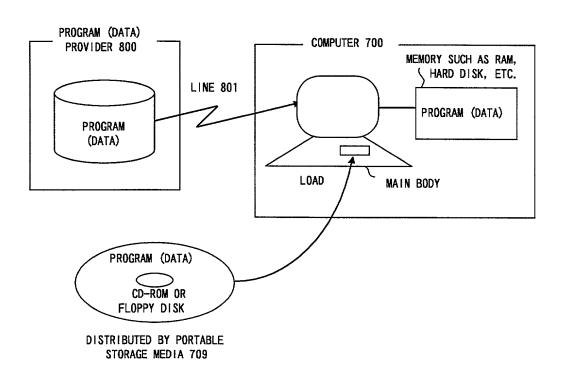
TYPE	PRICE	APPLICABLE CUSTOMERS
REGULAR	¥100	-
PROMOTION PERIOD (GENERAL)	¥98	CUSTOMER A
DM RECIPIENTS (NON-BROWSERS)	¥95	CUSTOMER B
DM RECIPIENTS (BROWSERS)	¥90	CUSTOMER C

FIG. 6B PROMOTION EFFECT

	DM BROWSER NON- COUNTING SYSTEM	PRESENT INVENTION
NUMBER OF DM RECIPIENTS	3 PERSONS	3 PERSONS
NUMBER OF DM RECIPIENTS WHO PURCHASED COMMODITIES	2 PERSONS	2 PERSONS
NUMBER OF DM BROWSERS	3	2 PERSONS
DM BROWSER RATIO	?	66.7%
NUMBER OF DM BROWSERS WHO PURCHASED COMMODITIES	?	1 PERSON
DM COLLECTION RATIO	66.7%	50.0%



F I G. 7



F I G. 8